

December 1997

## Rumors

Katina Strauch  
*Against the Grain*

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# Against the Grain

*"Linking Publishers, Vendors and Librarians"*

ISSN: 1043-2094

## Biz of Acq — Increasing Your Efficiency with Internet Resources

by **Rob Withers** (Systems/Technical Services Librarian, Western Maryland College, Westminster, MD 21115)  
<rwithers@ns1.wmdc.edu>

Column editor: **Robert C. Richards, Jr** (Technical Services Librarian, U of Colorado Law Library, Campus Box 402, Boulder, Colorado 80309-0402; phone: (303) 492-7535, fax: (303) 492-2707)  
<rrichard@stripe.colorado.edu><http://alexia.lis.uiuc.edu/~rrichard>



*Column editor's note: I should begin by justly thanking Jack Montgomery, long-time editor of this column, for inviting me to edit. I have learned a great deal from Jack — as have we all! — and I feel very honored to "receive this baton" from him.*

*Electronic tools — both local applications and networked resources — now allow ac-*

*quisitions librarians and staff to conduct business with unprecedented efficiency. Rob Withers, Systems/Technical Services Librarian at Western Maryland College, describes the fine array of digital resources he and his staff have assembled to improve workflow and save time and funds. — R.R.*

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## If Rumors Were Horses



Okay, y'all. You know, it's hard to believe that SO MUCH keeps happening in our little ole world! But here you have it.

First and foremost, **Carl Teresa** (used to be General Manager, **Ballen Booksellers International** and more recently has been General Manager at **Informatica**) has a new job! Carl has been appointed General Manager of **EBSCO's** Tenafly, NJ, office. Carl we are all so excited that we will be seeing more of you. Congrats and see you soon!

**Chuck Hamaker** is the new Head of Technical Services at **UNC-Charlotte**, effective January 19, 1998. Congrats, Chuck!!

Let's see. The **M.A.I.D.** purchase of **KRII** has gone through as of November 14, but

**UnCover** and **CARL** are probably going to be resold. In the meantime, on Friday, November 21, the **Dialog Corporation PLC**, the new market online information industry company created by the merger of **M.A.I.D.**, **PLC** and **Knight-Ridder Information Inc.** (**KRII**) announced that the first stage of the integration of businesses had been implemented. The combined workforce of the two companies has been reduced by 24% to 1,060. "From the outset of our discussions, it was clear that there would be a reduction in the combined workforce as **KRII's** personnel growth had outpaced that of both revenue and profits in the past two years. It was also apparent that the elimination of duplicate functions would have to be addressed," said **Dan Wagner**, Chief Executive of **The Dialog Corporation**. It appears that 19 people have been let go at **CARL** but none at **UnCover**.

Prior to this, the hard-charging **Martha Whittaker** resigned at **CARL**. She is doing fabulously on several consulting jobs and we will interview her in a future issue!

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**William R. Gordon**, director of the Prince George's County Memorial Library System in Hyattsville, MD., will become the new **ALA executive director** on March 1, 1998. Gordon has been with the Prince George's County System since 1977. He has also served as director of the Arrowhead (Minn.) Library System, the Pocatello (Idaho) Public Library, and the Southeastern Idaho Public Library Agency and as assistant director of the Renton (Wash.) Public Library. He holds an M.A. degree in Sociology from Baker University in Baldwin, Kansas. Gordon will attend ALA's 1998 Midwinter Meeting in New Orleans in January as ALA Executive director-designate.

**Blackwell's Book Services** has announced the appointment of **William P. Kane** as Regional Manager for the Midwest, effective December 1, 1997. Bill has over twelve years experience in academic libraries, including Public Services Librarian at Wayne State University and Systems Librarians for the Detroit Area Library Network (DALNET). Since 1994, he has been Associate Dean for Public Services at University of Detroit-Mercy. I am sure that you will remember his article in *College & Research Libraries*, September 1997.

**Clark Morrell**, Executive Vice President of **Rittenhouse Book Distributors, Inc.**, has been named President and CEO of the privately-held, Pennsylvania-based distributor of health sciences information. **Timothy Foster**, President, has been appointed Chairman and Chief Executive Officer of the Company. **Daniel E. Foster** is Treasurer. These moves will allow the executive management team to focus on new strategic alliances to further strengthen the company's core business. Rittenhouse began as a medical bookstore in 1946, and is a leading distributor of information and services to health sciences bookstores and libraries worldwide.

Was talking to the fabulously awesomely fantastic **Corrie Marsh** (Gale)<cmars1@gale.com> over the Thanksgiving weekend who arranged the cool interview with **Tim Bradbury** in this issue (p.24). Corrie and her husband Jim are getting ready to head off to Australia for the last half of December. Wow! It sounds like an incredible itinerary. They are taking a skyrail trip over the rain forest, having breakfast in a bird aviary, visiting wild kangaroo habitats, etc., etc. The only regret Corrie says she has is that she will not be able to visit **Tricia Masson** (remember her, of Brown fame) in Tasmania. Corrie found out at the Charleston Conference that Tricia had married a rancher in Hobart, Tasmania. I guess you learn more than the usual information business in Charleston!

In this issue of *ATG*, in the interview with **Tim Bradbury** there is a discussion of licensing content to third parties and pay-as-you-go searching. Enter **SilverPlatter Information's** new usage-based pricing service, **Search by Search™**. Featuring more than 60 databases grouped into 13 easily-identified subject clusters, Search by Search makes searching many important databases manageable and affordable. Customers can set up an account (minimum \$500) either by purchase order or by credit card. Search by Search provides a secure environment and allows immediate access by collection once the customer is registered. Pricing information for the per record charge is accessible on-screen. For more info, try <<http://www.silverplatter.com/usa>>.

Speaking of **SilverPlatter**, we have just learned that **Ronald E. Akie** has been named President of SilverPlatter Information's U.S. region! Way to go, Ron! "Librarianship in today's electronic world has come to include the entire knowledge creation cycle: creation, discernment, collection, organization and making knowledge available," said **Brian Earle**, CEO of **SilverPlatter Information**. "As the result, we have seen the

emergence of a world wide library. First, SilverPlatter has served as a context for the effective merging of technology and content, and second, we have enabled access to customers in every country. I am confident that Ron will facilitate our goals." Like I said, way to go, Ron. Congratulations!

And more congratulations are in order. **Mark Patterson** has been appointed Executive Vice President of International Operations, **Electronic Online Systems (EOS) International**. Other EOS appointments include **Tim Twine**, who has been named the Managing Director of the EOS European Headquarters office in London and **Tony Leow**, the Managing Director of the EOS Asia-Pacific Headquarters office in Singapore.

Still more. **Gregory Badger** has been appointed to Sales Executive for the central United States territory by **Information Quest**, a Dawson Company.

And speaking of **Information Quest**, they have just formed a significant and strategic partnership with **MicroPatent LLC** in a move to enhance IQ's powerful business content library offering. MicroPatent is a leading provider of international patent and trademark information and has agreed to link their extensive patent information covering the U.S., Europe, Japan, and the **World Intellectual Property Organization (WIPO)** to IQ's Web-based information search, access, and retrieval service. To find out more, visit <[www.informationquest.com](http://www.informationquest.com)>.

**Cees Schuurman** will relinquish his post as chairman of the Executive Board of **Swets & Zeitlinger Holding N.V.** effective July 1, 1998. After 20 years as a member of the Board, he plans to devote more time to new projects and interests though he will be nominated as a member of the non-executive Board of Swets. Schuurman will be succeeded by **Pieter Rustenburg**, currently a member of the Executive Board. The Board will also consist of **Steve Hartman** and will be completed by the appointment of a new member who will have a strong financial and economics background.

**Swets & Zeitlinger** has announced the acquisition of **Thames Valley Test Company (TVTC)**, publisher of psychological tests in the United Kingdom. TVTC is a small company with a staff of three and a turnover of about 1 million Dutch guilders. The acquisition of TVTC is a further step in Swets' strategy of expanding their Test Publishing activities in other countries. In line with this strategy Swets also established **Swets Test Services GmbH** in Frankfurt to support their growth in the German market.

And here's a partnership involving standards. **Blackwell's Information Services** is now offering electronic claims to users of **Ameritech's Horizon**. Electronic claims will be transmitted between computer systems via File Transfer Protocol (FTP) and will conform to the X12 EDI (Electronic Data Interchange standard). For further details, contact **Sue Malin** at <[sue.malin@blackwell.co.uk](mailto:sue.malin@blackwell.co.uk)>.

**The Legal Publishing Group** of **Bernan Press** has published the first in a series of practice handbooks, *Bernan's Case Summaries: Maryland Tort Law*. This 596-page volume thoroughly references the approximately 1,900 Maryland Court of Appeals and Court of Special Appeals tort decisions from 1942 (1 A2d) through June 30, 1997. And it sounds like there will be more! More information is available through <<http://www.bernan.com>>.

The **Hon. E.G. Whitlam**, AC QC has opened a new \$4 million **Blackwell Pacific** sales office and **James Bennett** distribution center in the **Austlink Business Park** in Belrose, Australia. The new facility employs 75 people and has the purpose to provide highly efficient book and journal supply services. "Blackwell's is leading the move from traditional bookselling methods towards online services. Investments in Web-based

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products like **Electronic Journal Navigator** and **Collection Manager** add real value to the services we provide customers," said **Julian Blackwell**, group chairman and senior member of the board of **Blackwell Ltd.** For further information, contact **Kim Hallet** at <kim.hallet@blackwell.co.uk>.

And, guess what, I just got — **PCG Vantage** (a publication of **Publishers Communication Group, Inc.**) and who is on the FRONT but the smiling, un-retired after all (I told you!) **MARCIA TUTTLE!** Marcia — of *Newsletter on Serials Pricing Issues*, **NASIG**, **UNC-CH**, **Ulrich's Serials Librarian** of the year fame, really does do everything in a very special way, and she has joined PCG to give her unique perspective to publisher clients and librarians. Glad you will still be in our radius, or is it diameter, or wait a minute — I think it is global — vision, Marcia!

And speaking of serials, **The Haworth Press, Inc.**, has awarded **Eyal Amiran, Ph.D.**, the 1997 **Peter Gellatly/Best of The Serials Librarian Award** for his article, "The Rhetoric of Serials at the Present Time," which appeared in volume 28, nos.3/4 of *The Serials Librarian*. Amiran is Associate Professor of English at Michigan State University and Editor Emeritus of *Postmodern Culture*. The \$500 award, is given for the best article published in *The Serials Librarian* during the previous year. The award committee consisted of **Dr. Esther Beirbaum**, chair, **Dr. Charles Bolles**, and **Dr. Gary Pitkin**. **Peter Gellatly** is the Founding Editor of *The Serials Librarian* which made its debut in 1979.

**NISO** has appointed **Brian Green**, Managing Agent for Book Industry Communication (BIC), to its Board of Directors. You'll remember that BIC is a not-for-profit company set up by the **Publishers Association**, **The Library Association**, **The Booksellers Association**, and the **British Library** in the UK to develop and promote standards for electronic communication in the book and serials industries. It is funded by membership dues from its founding bodies as well as 150 individual organizations, including publishers, booksellers, libraries, and suppliers of systems and services to each of those sectors. Remember back in April, 1997 (*ATG*, v.9#2, pp.75-78, 85), when Brian told us all about "Unique Identifiers: A Brief Introduction"?

Speaking of Standards, **Kansas State University Library** (**Mike Somers** is Chair of the Technical Services Department) became the first university library in the world to successfully load EDI invoices for serials using **UN/EDIFACT** (the international standard for electronic data interchange). The library automation industry has long awaited **EDIFACT** for serials and a joint development initiative between **Harrassowitz**, Subscription Agent and Bookseller from Wiesbaden, Germany, and **Endeavor Information Systems, Inc.**, of Des Plaines, Illinois, has made it a reality. **Jane Burke**, Endeavor's President and CEO, is

*In ancient Rome, it was common practice for authors to dedicate their written works to friends or patrons who were expected to reciprocate with payment in coin or kind. This custom of selling book dedications survived at least into the 18th century.*

enthusiastic about **EDI**. "Libraries' workflows are changing," she says, "efficiency in processing is no longer an option. It is a necessity." Contact **Jean Velvikis** at (847)296-2200 for more of the details.

At the **Internet Librarian Conference**, **Collectanea** launched a more powerful and expanded version of the **Corporate DeskTop Library**. Version 3.1 offers corporate end-users expanded content and new capabilities that make competitive research even easier. The **Collectanea** division of **EBSCO Publishing** develops and markets Internet/intranet software tools and applications for the competitive profiling, searching, retrieving and filtering of information from thousands of quality sources ranging from fulltext periodicals, abstracted titles, and pamphlets to a directory of companies. For more information, contact **Nicole Drouin** <ndrouin@epnet.com>.

**CISTI** (The Canadian Institute for Scientific and Technical Information) shares the 1997 **Agatha Bystrom Award for Leadership in Information Management with Agriculture and Agri-Food Canada**. This award was given for the Joint Document Delivery Initiative, directed by **Suzanne Bureau**, CISTI's Head of Serials and **Danielle Jacques**, Chief of Systems and Network Services at the Canadian Agriculture Library (CAL). In an innovative partnership, Ms. Bureau and Ms. Jacques led a team to develop an integrated document delivery service that provides single-window access to both world-class research collections. The **Agatha Bystrom Award**, honoring outstanding innovation, was established in 1995 by the **Council of Federal Libraries**, in memory of one of the pioneers in the management of federal government information. For more information contact **Elizabeth Katz** <elizabeth.katz@nrc.ca> or visit <http://www.nrc.ca/cisti>.

Well, guess what — **Tony Leisner** has returned. Besides his column, not fit for print, this month (see p.78) he sends word that he and Patti are in Botswana, Zimbabwe, and Zambia. He says that's why he missed the **Charleston Conference** this year.

Well, **Julia Gelfand** (UC Irvine) <jgelfand@sun1.lib.uci.edu> has been off playing golf with her husband Dave and shopping in Texas. But she is hard at work on a session of the 1998 **Charleston Conference**.

Speaking of which, here are the next three years' worth of dates for the **Charleston Conferences** — November 5-7, 1998, November 4-6, 1999, November 2-4, 2000.

Was talking to **Karen Hunter** (Elsevier Science) <K.HUNTER@elsevier.com> right before Thanksgiving. She says that she almost came to Charleston in November and that she is considering updating her "nightmare" speech which she delivered at the 1996 **Charleston Conference** and which appeared in *ATG*, v.9#1, p. 40-42, 74, "Things That Keep Me Awake At Night". You know, that paper got a lot of attention! Have you read it yet?

**Stephen Rhind-Tutt** (President, **Chadwyck Healey**) <stephenRT@chadwyck.com> — I really enjoyed hearing his comments and meeting him in Charleston, as I know you all did too. We are looking forward to hearing more from him. Stephen sends word that at the **Consortium of Consortia** meeting he made what he believes is an unusual offer. **Chadwyck Healey's ArchivesUSA** product is a directory and index of finding aids at museums, galleries and libraries around the country. **Chadwyck Healey** has sold some 60 subscriptions, but they want to get into more patrons' hands so they are making an "NPR" style offer. If total pledges for the product reach \$400K by December 31st, **Chadwyck Healey** will make it freely available to all educational institutions in the US. Next year CH will allocate the cost according to usage. So far they've received about \$110K in pledges, with some \$60K on the way. Are we interested in

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making this more of a go? Let us at **ATG** know. (That's a rhyme!)

And, do you remember way back when — I believe it was in April, 1993 **ATG** (v.6#2, pp.28-29, 55) — that **Julie Gelfand** interviewed **Sir Charles Chadwyck-Healey** himself. It was a thrill to be able to meet him face-to-face in Charleston. What a surge of memories looking at the April **ATG** brings back. "I rarely take on something for which I don't have a passion," said Sir Charles. Me, I was worrying about the paper that **ATG** was printed on!

And did you know that there is a **Writer-in-Residence** component to **Literature Online**? If you're a budding poet or want feedback on your writing, the online Writer-in-Residence is a new, free, permanent service dedicated to creative writing and offers you the chance to discuss over the Internet, read and hear from featured writers, and get help with your own writing. Sounds pretty neat. Seems to be mainly limited to poetry right now, but it might expand. Join the discussion at <<http://lion.chadwyck.com>>.

This from **CNI-copyright** and **Matthew Krigbaum** <[mkrigbaum@compuserve.com](mailto:mkrigbaum@compuserve.com)>, **Albrecht Haller** (Vienna, Austria, Europe) <[haller@ins.at](mailto:haller@ins.at)> <<http://www.netlaw.at>> and **Torsten Bettinger** <[tnb@ipp.mpg.de](mailto:tnb@ipp.mpg.de)>. Information on the decision of the Court of Appeals in Berlin regarding the German domain name case on March 25, 1997 can be discovered at <<http://www.online-recht.de/vorent.phtml?LGBerlin961120+ref=Kennzeichen+recht>>. The court affirmed the trial court's holding that German Courts have jurisdiction over the American ".com" domain name. ".com" is not American. It is global, nongeographic and international.

This is from the **buslib list**. If you want a great overview of searching the Net, look at *PC magazine*, 12/2/97, p.227.

The awesome **Rao Aluri** (Parkway Publishers, Inc., Boone, NC) <<http://www.netins.net/showcase/aluri>> — remember when **ATG** interviewed him in v8#6., December 1996/January 1997, pp. 32-33, 64 — could not attend the **Charleston Conference** this year (SOLINET Board meeting) and he was especially sorry to miss **Maureen Pastine** (who was his boss at U. of Nebraska at Omaha), but he still sends greetings. And, in this issue, Rao, we have an article from a fellow small publisher, **David Lee Rubin**, p.28. Read it and tell us what you think!

**Francine Graf** (*Choice*) was present at the **Charleston Conference** for a Lively Lunch. Francine was surprised to see yours truly writing with a pen on a piece of notepaper instead of using a PC of MAC Powerbook. Well, you know what, I tried the PC and I didn't like it. I like the feel of paper, and there's nothing like writing on a piece of paper with a pen!

Did you meet library school student **Debbie Vaughn** from the College of Library and Information Science, University of South Carolina <[DAVAUGH@vm.sc.edu](mailto:DAVAUGH@vm.sc.edu)> at the **Charleston Conference**. You know, it's never too late to email!

**Janet Flowers** <[jflowers@email.unc.edu](mailto:jflowers@email.unc.edu)> (UNC-CH) did NOT (sob!) attend the **Charleston Conference** this year (sob!) and **Helen Miller** didn't come because she was expecting her first grandchild that very week. But they were asking me how to renew their subscription to *Against the Grain*. Those of you who came to the Conference will get **ATG** for a year with the conference fee, but those of you who didn't come (boo!) should renew (hooray!) your subscription! Now!

More news from **CNI-copyright**. There is a new resource on the Web called the **Intellectual Property and Technology**

**Forum (IPTF)**, which is an online publication, created and maintained by law students at **Boston College Law School**, that publishes news and articles relating to intellectual property and technology law. The URL of the site is <<http://www.bc.edu/ipft>> and if you are interested in submitting an article, please contact by email at <[mathewkr@bc.edu](mailto:mathewkr@bc.edu)>.

Got a really and truly charming article from **Nancy Soth** (Carleton College) <[NSOTH@acs.carleton.edu](mailto:NSOTH@acs.carleton.edu)> over the summer. Nancy just got back from Asia and seems to travel everywhere. Read her article in this issue, p.92.

If you don't have a subscription to **Edupage** you might want to reconsider. Edupage provides a summary of news about information technology three times a week as a service by **Educom**, a Washington, D.C.-based consortium of leading colleges and universities seeking to transform education through the use of information technology. Edupage is written by **John Gehl** <[gehl@educom.edu](mailto:gehl@educom.edu)> & **Suzanne Douglas** <[douglas@educom.edu](mailto:douglas@educom.edu)>. Telephone: 770-590-1017. To subscribe to Edupage send mail to: <[listproc@educom.unc.edu](mailto:listproc@educom.unc.edu)> with the message: subscribe edupage Your Name.

This comes courtesy of the <[exlibris@library.berkeley.edu](mailto:exlibris@library.berkeley.edu)> listserv. Here's a homepage for **German-speaking Book-Collectors** <<http://members.aol.com/LiberFL/private/Buechersammmler/index.htm>>.

**Michael Keller** (Stanford) <[makeller@sulmail.stanford.edu](mailto:makeller@sulmail.stanford.edu)> and **Ann Okerson** (Yale) <[Ann.Okerson@yale.edu](mailto:Ann.Okerson@yale.edu)> <URL: <http://www.library.yale.edu/~okerson/alo.html>> send word of some **Barschall/AIP lawsuit sites** on the Web. You'll remember *Gordon & Breach v. American Institute of Physics and American Physical Society*. The addresses of the Web sites containing the entire texts of the decisions of **Judge Leonard B. Sand** of the U.S. Second District Court and the entire testimony of the witnesses at the trial before Judge Sand, along with links to some related sites are <[www.barschall.stanford.edu](http://www.barschall.stanford.edu)> and <[www.library.yale.edu/barschall](http://www.library.yale.edu/barschall)>. The case of *Gordon & Breach v. American Institute of Physics and American Physical Society* is of wide interest to those who care about the creation and diffusion of scientific journals.

And speaking of **Ann Okerson**, I want you to know, Ann, that **Maggie Powell** <[maggie.powell@yale.edu](mailto:maggie.powell@yale.edu)> did her best to find that amazing chocolate store in Charleston during the **Charleston Conference**. I remember it well, but it is no more. Guess we didn't give it enough business?

And speaking of **Maggie Powell**, her presentation at Charleston on offsite storage was extremely well-attended and we in Charleston (who are hoping for a new library in the distant future) listened and took copious notes!

Speaking of another presentation at the **Charleston Conference**, **Dave Davis** from the **Copyright Clearance Center** had some interesting things to say about electronic reserves. Hope to print Maggie's and Dave's papers in 1998 (can you believe it?) **ATG** s. Like I said, renew, renew, renew!

**Ned Kraft** (Smithsonian Institution Libraries) <[nkraft@sil.si.edu](mailto:nkraft@sil.si.edu)> has done a bit of fiction and poetry writing, written articles for publications like *The Electronic Library*, and used to publish a newsletter for his co-op. Read his first essay (there will be more!) on **Adventures in Librarianship**, this issue, p. 58.

**Pam Goude** (Dartmouth College) <[Pamela.K.Goude@Dartmouth.edu](mailto:Pamela.K.Goude@Dartmouth.edu)>, poor thing, was trying to make a print out of the **Charleston Conference** Web pages and all she got was blank pages ... How 'bout them computers ... Sorry about that, Pam, but hope you enjoyed the conference anyway.

Talk about a new concept with old friends. **Yankee Book**

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**Peddler, Inc.**, has launched **Yankee Rights Management (YRM)**, a subsidiary dedicated to providing copyright management solutions for the print and electronic environments. YRM's services will include rights and asset management consulting to publishers and academic institutions, site license facilitation, copyright education services, networked copyright management solutions, and DOI (Digital Object Identifier) implementation. **Glen Secor** is President of Yankee Rights Management and YBP's Corporate Counsel; **Kelly Frey**, Vice President of Strategic Development and YRM is pleased to announce a strategic alliance with **Eamon Fennessy** — of **On the Street** (see this issue, p.80) fame! Contact is **Jennifer Goodrich** at <yrm@ybp.com> or try <http://www.ybp.com/yrm>.

And speaking of **Yankee Book Peddler**, the latest **Dialogue** (fall 1997, no.6) has just been published. Besides a lot of great information, the incredible **Bob Nardini** has written a fantastic meeting report called "The Specialized Scholarly Monograph: At the Crossroads of Redefining Scholarship and Scholarly Publishing" (pp.16-18). This issue of **ATG** has its share of coverage of that same meeting — see **Op Ed** by **Thomas Bacher**, p.22, **Interview with David Lee Rubin**, this issue, p.28. **And They Were There**, this issue p.60. We are also expecting another write up on this same conference from **Julia Gelfand** for the annual report issue!

And the **Association of American Publishers (AAP)** has offered a preview of the online prototype of the **Digital Object Identifier (DOI)** system, an Internet-based technology that will help to ensure the uninterrupted and high-speed availability of digital material, and will foster the creation of a mechanism to protect intellectual property in cyberspace. The DOI system is regarded by the publishing and high technology communities as a major step in building the infrastructure that will expand the electronic marketplace. The DOI system was developed in collaboration with the **CNRI (Corporation for National Research Initiatives)** and AAP. For more information, you might want to visit the DOI system's Web site at <http://www.doi.org>.

**Scholarly Resources** is the exclusive distributor to colleges and universities of **Accessible Archives'** electronic databases which are now available online. Subscribers will have unlimited access to all five fulltext databases of 18th and 19th century newspapers (Pennsylvania, Delaware, and Civil War newspapers are included). If you want to find out more, email <sales@scholarly.com>.

**Elena Rockman** <erockman95@aol.com> is the new marketing manager at **The Millbrook Press**. Elena comes from **Grolier Children's Publishing**, where she worked for two years as marketing manager. She began her career in publishing at **Penguin USA** where she was Institutional Marketing Manager.

This is from **liblicense-l** and **Ann Okerson**, For those who

*James Edwards was an English bookseller who achieved both fame and riches traveling throughout Europe buying and selling books. At his death in 1816, in accordance with his wishes, he was buried in a coffin of wood made from his own bookshelves.*

may be interested in mounting musical performances on your Web sites, **BMI** (the music licensing agency) has now made available their Web Site Music Performance Agreement with some "interesting" license conditions. You'll need Acrobat 3.0 to be able to download/read the agreement — <http://bmi.com/licensing/web.htm>.

This is from **Bill Anderson** (CONSER Specialist, Library of Congress) <wand@loc.gov> and serialst. CONSER Cataloging Manual, Module 31, "Remote Access Computer File Serials," is now fully updated to reflect the prevalence of the World Wide Web for accessing online serials and to include new practices for online serials. The HTML version of the module is a CONSER Web page on the LC Web site at the following address — <http://www.loc.gov/acq/conser/issues.html>.

Well, I sure asked to see **Elsie Pritchard's** (Morehead State) <e.pritch@morehead-st.edu> grandchild's photo. Did you?

It's been a long time since I read the book by **Evelyn Waugh**, *The Loved One*, but the constant use of the word "perpetuity" at this year's **Charleston Conference** got me curious to pick it up again to see if there might be any themes for future conferences. Anyway, on long-term availability, sometimes called preservation, of materials, you might want to look at the bibliographies which **Peter Graham**, **Rutgers University Libraries** <pgraham@rci.rutgers.edu> has compiled on electronic libraries. Peter says, "... there is a rapidly developing body of understanding of what the major problems are (see especially the **RLG/CPA** report) and beginnings of concrete actions being taken (particularly in the UK and Australia but also here in the US through the **Digital Libraries Federation**)." Visit <URL:http://aaultnis.rutgers.edu/pghome.html>.

On the question of "long term availability," **Dr. Peter B. Boyce** (Senior Associate and past Executive Officer, **American Astronomical Society**) <pboyce@aaas.org> comments, "... publishers are in a better position than anyone else to manage their electronic archives. It will certainly be easier for them to do it. The question is whether they will step up to the responsibility." Remember that Dr. Boyce spoke at the 1997 **Charleston Conference** and his article, "It Is Time to Become Discriminating Consumers," was published in the November, 1997, **ATG**, p.86-87.

It was great to see **Martin Gordon** (Acquisitions Librarian, **Franklin & Marshall College** <M\_GORDON@LIBRARY.fandm.edu> at the **Charleston Conference**. Martin has recently done a survey of how acquisition, collection development and serial librarians are using the WWW in their management of serials.

Speaking of which, **Eleanor Cook** (ACQNET) <COOKEI@CONRAD.APPSTATE.EDU> and **Anna Belle Leiserson** (ACQWEB) (Vanderbilt Law Library) did quite a **Lively Lunch** on the topic of electronic ordering. They will be back!

Do print and electronic serials have the same or different ISSNs? **Regina Reynolds** (Head, National Serials Data Program, Library of Congress) <rrey@LOC.GOV> <ISSN Web page: http://lcweb.loc.gov/issn/> gives us the answer. "The ISSN assignment policy for serials issued in different physical formats was reaffirmed at the ISSN directors' meeting held this past May in Budapest: serials issued in different physical formats are assigned different ISSN with the exception of reproductions by a secondary publisher such as **JSTOR**. This exception has been true for microforms for quite a few years. However, for a variety of reasons, you will see electronic serials that do not conform to this policy: some publishers are unaware that they need a new ISSN for the electronic version and are using the ISSN of the print version even though the electronic version is not a repro-

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assume that Web authoring requires programming ability or special training. However, HTML editors simplify the task of creating Web documents because they are in most respects similar to word processors. If you have learned how to use a word processor, you should have little difficulty with editors such as **Netscape Gold**, **Microsoft Front Page** and **Claris Home Page**.<sup>16</sup> While finding or creating glitzy graphics requires a greater investment of time and commitment to learning, creating a simple, effective, and reasonably attractive resource can be done quickly.

### Disseminating Information


Trying to keep a large number of people supplied with up-to-date memos, tutorials, and lists of codes can be a frustrating task, especially in large departments. Some people may be able to find only an outdated version of the handout; find the handout, but not know for certain if it is the most up-to-date, or worse yet, find two different, undated versions, with no way of ascertaining which one is the most current. Losing or misplacing the handout is also a problem. In such instances, one must contact the person who keeps the hard copies of the handouts or has them on disk and request a new copy — if that person is available.

Several years ago, my department head and I decided to convert our tutorials, code lists, and policies from print into HTML documents. Our hopes were that: (1) department members could always find the information online if they lost the hardcopy when they needed it, rather than when the secretary or I were available, and (2) department members could always be confident that the information was up-to-date,

because the copy available from the World Wide Web would always be the most current. Our concern was that people would not feel comfortable either reading or printing this information from the World Wide Web. This concern turned out to be unfounded, however; people who worked on computers appreciated the ability to switch from using an application to a tutorial or FAQ about that application. In addition, several staff members who felt the need to develop new skills periodically printed out tutorials on applications with which they were not familiar.

Converting documents into HTML can be incredibly easy or frustratingly difficult, depending on how much time you have and what kind of software you are using. **Microsoft Word '97** users and **Corel WordPerfect 8** users are fortunate, since they can create Web documents simply by saving word processing documents as HTML; although documents which have been converted into HTML will require some minor tweaking, the program takes care of most of the work. If all else fails, you can copy and paste from your word processor into an HTML editor, although you'll have to redo much of the formatting.

### Conclusion

By creatively using email and the World Wide Web, we can often improve the speed with which we and our staff find and communicate information needed for day-to-day tasks. Employees fortunate enough to have a computer can often access Internet resources from their desktops, whereas the print, microform, or CD-ROM resources may require a walk across the workroom or the library. In an age of shrinking budgets and staff, the time- and labor cost-savings that can come with using networked resources, are too valuable to pass up. 

### Sources

1. **AcqWeb International Directory of Email Addresses of Publishers, Vendors, etc.** <<http://www.library.vanderbilt.edu/law/acqs/email-ad.html>>.
2. **AcqWeb's Directory of Publishers and Vendors.** <<http://www.library.vanderbilt.edu/law/acqs/pubr.html>>.
3. **Page sommaire de l'application Alapage.** <<http://www.alapage.tm.fr/>>.
4. **Homepage Databanken.** <[http://www.buchhandel.de/cgi-bin/bksuche.exe?opacdb=GBM+DBSelect&a\\_start1=Datenbanken&maske1=dbselect&uid=#PARAM.CGLUID#](http://www.buchhandel.de/cgi-bin/bksuche.exe?opacdb=GBM+DBSelect&a_start1=Datenbanken&maske1=dbselect&uid=#PARAM.CGLUID#)>.
5. **Buchhandlung abiszet Bucherservice GmbH.** <<http://www.a-zet.de/>>.
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9. Geier, Thom. "But You Don't Get That Nice Musty Smell." *U.S. News & World Report*, v. 123, no. 17 (November 3, 1997) 66. URLs for the resources mentioned in this article: **Bibliofind.** <<http://www.bibliofind.com/>>. **Advanced Book Exchange.** <<http://www.abebooks.com/>>. **Interloc.** <<http://www.abebooks.com/>>.
10. **Amazon.com: Earth's Biggest Bookstore.** <<http://www.amazon.com/>>.
11. **Internet Movie Database Search.** <<http://us.imdb.com/search>>.
12. **Switchboard Home Page.** <<http://www.switchboard.com/>>.
13. **Four11 Directory Services.** <<http://www.four11.com/>>.
14. **Webpages & Gophers of Scholarly Societies.** <<http://www.lib.uwaterloo.ca/society/webpages.html>>.
15. **AcqWeb.** <<http://www.library.vanderbilt.edu/law/acqs/acqs.html>>.
16. Several sites provide reviews of HTML editors and instructions for downloading or ordering the software. Among them: **TUCOWS** has several listings for **Windows 95 HTML editors** <<http://tucows.phoenix.net/window95.html>> and for **Macintosh HTML editors** <<http://tucows.phoenix.net/mac/htmleditmac.html>>. **Stroud's** provides ordering information and ratings for **Windows 95 editors** <<http://www.midwest.net/softwarecwsapps95.html>>. **Carl Davis** provides ranking information and feature-by-feature comparisons <<http://homepage.interaccess.com/~cdavis/editrev/index.html>>. **Mag's Big List of HTML Editors** for Amiga, DOS, Mac, NeXTstep, OS/2, Unix, VMS, and Windows <<http://www.hypernews.org/HyperNews/get/www/html/editors.html>>.

### Rumors

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duction. We at the U.S. ISSN center are trying to spread the word about the ISSN policy but given the rapidly evolving state of online publishing it will continue to be a challenge for us." And do you remember the article that Regina wrote for *ATG*? If you didn't read it then (shame on you!), you might want to check out the article that Regina wrote about ISSN (it's 25 years old) in *ATG*, v.8#3, June 1996, pp.26, 28, 31, "ISSN: It's Still Some Number."

**Bryce Carlen** <brycec@photodisc.com> tells us that the Secret Service has a number of FAQ pages on illustrations /

reproductions of currency. The following URL is a good starting point: <<http://www.ustreas.gov/treasury/bureaus/ussf/money/illcurr.htm>>

*Nature* and the **Institute for Scientific Information** have announced forthcoming links between the Web content of the weekly journal and the **ISI Web of Science**. These links will be available upon introduction of *Nature's* new online service for subscribers. Founded in 1869, *Nature* has the highest impact factor of any journal of its type in immunology, physics, chemistry, astrophysics and space sciences, and earth sciences. *Nature* publishes multidisciplinary research papers that have undergone rigorous peer review. In addition, the journal offers expert analy-

sis, a global news report, scientific correspondence, and book reviews. For more information visit their Web site at <<http://www.nature.com>>.

**William J. Studer** (Director of Libraries. The Ohio State University) <[studer.2@osu.edu](mailto:studer.2@osu.edu)> has appointed **Carol Diedrichs** Interim Assistant Director for Technical Services, effective October 27. At her own request, she will retain her responsibility as Head of Acquisitions. Congratulations, Carol!

**Mark Capaldini** has joined **Congressional Information Service, Inc.**, and its imprint **University Publications of America** as President and CEO. Capaldini came to CIS from **LEGI-SLATE, Inc.**,

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## Rumors

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the online provider of legislative and regulatory information (a wholly owned subsidiary of the *Washington Post*) where he served as President. Mark says that he is looking forward to meeting and talking to many of us in the future.

Students, teachers, and librarians gained access to one of the largest K-12 databases on the market with the release of **EBSCO Publishing's MAS FullTEXT Ultra** which is also available via **EBSCOhost®**. This database offers over 400 fulltext scholarly titles as well as access to 575 abstracted and indexed titles. For more information, contact **Nicole Drouin** <ndrouin@epnet.com>.

Learned about the two **1998 CALA (The Chinese American Librarians Association) Scholarships** (Application Deadline: Feb. 16, 1998) from Serialst. **The Sheila Suen Lai Scholarship of Library and Information Science**, established in 1989, awards US\$500 to a student of Chinese heritage who is currently enrolled in an ALA-accredited library school as a full-time student. The scholarship is designed to encourage the development of leadership in Chinese American librarianship. The **C. C. Seetoo/CALA Conference Travel Scholarship** awards US\$500 to a student to attend the annual ALA Conference and CALA program. The scholarship is designed to provide the award recipient mentoring and networking opportunities at the ALA conference. Students of Chinese heritage who are currently enrolled in ALA-accredited library and information science programs are encouraged to apply. For further information please contact **Professor Yan Ma** at Graduate School of Library and Information Studies, U. of Rhode Island <yma@uriacc.uri.edu>.

The quietly efficient and focused **Vernon W. Cain**, Chief Executive Officer & Managing Director, Information Services Group (ISG), **Dawson Holdings PLC**, has announced the reorganization of its operating companies into two primary business divisions: subscription agency operations and book supply operations. This reorganization also establishes two new positions to coordinate and manage key elements of the newly structured ISG. "Under the new structure, ISG will be organized by the types of services they provide, regardless of geographic location," said Cain who will continue to serve as the head of the Subscription Operations Division with the fantastic **Dan Tonkery** acting as President and Chief Operating Officer of North American Subscription Operations, including The Faxon Company (Massachusetts and Illinois Service Cen-

ters), Turner and Faxon Canada Ltd. Also reporting to Cain are: Bernard Pope, General Manager UK Subscription Operations, and George Delestaing, General Manager for the Subscription Operations of France and Spain. Diane Kerr (hip!hip!hooray!) has been appointed Director of Book Operations, and will have responsibility for ISG's world-wide book supply business. This new division comprises book supply operations in the UK, France, Spain, and North America, including Quality Books. Dan Tonkery will assume additional responsibilities as Director of Marketing, including the Publisher Relations functions, and Alan Nordman has been appointed Director of IT. Mel Collier will remain as the Director of Strategic & Operational Planning. Dawson Holdings PLC, originally founded in 1809, and now one of the world's largest information services organizations, is a publicly traded UK company with annual sales of over \$1 billion(US\$). For further information, contact Mark Johnson at <market@dawson.co.uk>.

**Elena Kozlova** (Library for Natural Sciences at the **Russian Academy of Sciences**) <kasha@ben.irex.ru> recently sent greetings "to the best conference in the U.S. — the **Charleston Conference!**" You'll remember that Elena attended last year and she says the same time this year she is remembering. Read **International Dateline** from **Shelley Neville**, this issue, p. 83, to learn more about libraries in Russia.

**Markus van Ginneken** (Vice President, **Brill Academic Publishers, Inc.**) <Markus\_van\_Ginneken@compuserve.com> sends word that it has been decided that **Brill Academic Publishers** is moving its office from Kinderhook, NY, to Boston. They will be up and running by February 1st at the following address: Brill Academic Publishers; 112 Waterstreet, Suite 400; Boston, MA 02109. New phone and fax numbers will be announced later. The 1-800 number stays the same.

The vivacious **Liz Linton** (Serials Librarian/Web Developer, Sweet Briar College) <melinton@alison.sbc.edu> is a frequent attendee at the Charleston Conference. Have you seen her Web site at Sweet Briar College Library — <http://www.cochran.sbc.edu/frames.html> and Gifts of Speech: Women's Speeches From Around the World — <http://gos.sbc.edu>.

As a service to the educational media community, **NICEM (National Information Center for Educational Media)** publishes links to media producer and distributor Web sites. The NICEM Web site provides links to all the URL addresses that are contained in the NICEM database.. The NICEM site is updated regu-

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**Group Therapy**  
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some fields you might consider are 516, 538, or 590. Other options would be to create a specific holding library or location code for your remote access serials. Similarly, these titles could be assigned the same classification number which would allow you to search for them by call number.

**Rumors**  
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larly and includes current Web site information on educational media producers and distributors. The NICEM site currently has links to more than 240 companies. URL is: <<http://www.nicem.com/pdcurl.htm>> and NICEMs home page is <<http://www.nicem.com>>. This information was provided courtesy of the unflaggingly energetic Norman Desmarais <[normd@providence.edu](mailto:normd@providence.edu)>.

Esther Ogirri (J.C. Smith University, Charlotte, NC) attended the **Charleston Conference** for the second time this year. She said she really enjoyed it and learned a lot!

No doubt y'all have read the ubiquitous write ups about the high tech bookstore recently opened by **Follett's** in Champaign, Illinois, near the campus and "an active, even hyperactive, retail experience. Called **Folle2tt** [energy squared], apparently it's not but so filled with books. It encompasses food and coffee and smoothies (the rage with my 14-year-old daughter these days). I don't know. I tend to agree with **Tony Leisner** (**Not Fit for Print**, this issue, p.). I like my books without coffee and croissants.

Was great to have **Susi Seiler** (Head of Acquisitions, U. of Miami) <[ssseiler@library.miami.edu](mailto:ssseiler@library.miami.edu)> on the program of the **Charleston Conference** even though we spelled her name wrong initially. Whoops and, excuse me, Susi!


Speaking of which, really enjoyed meeting and talking with **Laura Hudson** (Electronic Resources Bibliographer, Alden Library Reference Department, Ohio University Libraries) <[hudsonl@ouvaxa.cats.ohiou.edu](mailto:hudsonl@ouvaxa.cats.ohiou.edu)> at the Conference. And **Laura Windsor**, too!

I guess I dropped the ball. Got an email from **John E. Via** (Asst. Director for Systems, Wake Forest University) <[jev@wfu.edu](mailto:jev@wfu.edu)> about attending the Conference. By the time I got back to him, it was too late! Sorry, John. Next year?

**Anne Dixon** (Institute of Physics Publishing) <[anne.dixon@iopublishing.co.uk](mailto:anne.dixon@iopublishing.co.uk)> is incredible! Besides all her help with making the Communications Area of the **Charleston Conference** (access to the Internet, WWW, etc.) a reality, she has lots of information about the electronic initiatives that are going on there. With over 22,000 members, **The**

You are correct in your statement that the 856 is a unique identifier for remote access objects. However, the 856 is used primarily for address information and access methods; there is nothing in that field to identify the record as monographic or serial. The 856 can also be included in a bibliographic record if a component of the item being cataloged (i.e., table of contents, abstract, finding aid, etc.) is available through the Internet. So I'm afraid if you searched on the 856 alone you would

get serials as well as many non-serial items that you would have to weed through. A search on data from the 856 combined with a serial format restrictor might be successful, however.

In summary, there are several options for identifying remote access serials in your OPAC. You may try one or more of these suggestions depending on which lends itself well to the particular searching capabilities of your online system. 

**Institute of Physics** is a learned society and the professional body for physicists in Great Britain and Ireland. Institute of Physics Publishing has been at the forefront of academic electronic publishing and won the **1996 Corporate Web Site Award**.

Well, **Linda Crismond** <[Crismond@aol.com](mailto:Crismond@aol.com)> (Professional Media Service) is awesome! Besides turning out the fabulous, information-packed **Charleston Report**, she is running marathons! In fact, in late October, it was cold and rainy in Florida, but she still ran it all in under 5 hours! Hey, the last person I knew who did that was **Mike Markwith** <[mmarkwith@swets.nl](mailto:mmarkwith@swets.nl)>!

**Stephanie Row** (San Francisco Public Library) <[stephanier@sfpl.lib.ca.us](mailto:stephanier@sfpl.lib.ca.us)> wrote to say that she is entering a subscription to **Against the Grain**! Hooray and welcome, Stephanie.

**Charles Willett** <[willett@afn.org](mailto:willett@afn.org)> writes to say that it's the first year of production for **Counterpoise** and he's busier than he's ever been in his whole life. There were some samples around at the **Charleston Conference** and all the work shows! Also available is the new edition of the directory authored by the AIP Task Force: **Alternative Publishers of Books in North America**, compiled by Byron Anderson, 3rd

ed., revised and enlarged, **CRISES Press**, 1997. 116p. ISBN 0-9640119-5-6. paper. \$20. Charles will be at the Midwinter meeting in New Orleans and has been invited by the **ALCTS/CMDS Discussion Group of Collection Development Librarians in Academic Libraries** to take the "anti" position about the growth in outsourcing selection in academic libraries while someone else takes the "pro" position.

The **Charleston Conference Lively Lunch** by **Matt Nauman** <[Matt.Nauman@Blackwell.com](mailto:Matt.Nauman@Blackwell.com)> really filled the bill. "The Use of New Technology in Collection Management and Acquisitions. The development of online systems, how they are really used, and what librarians want to see developed" was the topic. Hope to get some specifics from Matt for a future issue of **ATG**! How about it, Matt?

Have you seen some of the books by **Stylus Publishing** on your approval plan? I sure have and they look great! **John von Knorring** (President) <[HJvK@aol.com](mailto:HJvK@aol.com)> <[Styluspub@aol.com](mailto:Styluspub@aol.com)> writes to say that Frankfurt was very productive and he was off to an "editorial scouting trip" which conflicted with **Charleston**. Sob!

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**Pandora's Box**  
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**Endnotes**

<sup>1</sup>"Colleges Face Competition in High-Tech Era," *Chronicle of Higher Education*, (April 18, 1995); A50.

<sup>2</sup>The term derives from the work of Thomas J. Kuhn who wrote about the nature of scientific advancements.

<sup>3</sup>Michael Hammer and James Champy, *Reengineering the Corporation*, Harper Business, 1993, p. v.

<sup>4</sup>Stan Davis, *Future Perfect*, tenth anniversary ed. Reading, MA: Addison-Wesley, 1996. 255p.

<sup>5</sup>Carla J. Stoffle, Robert Renaud, and Jerilyn R. Veldof, "Choosing Our Futures," *College and Research Libraries*, May 1996, p. 213-25.

<sup>6</sup>Craig R. Hickman, *The Organization Game: An Interactive Business Game Where You Make or Break the Company*, Englewood Cliffs, NJ: Prentice Hall, 1994, p. 8-10.

<sup>7</sup>Some organizations are required to produce a strategic planning document; they are not given a choice. In such instances the document serves as a political instrument which in itself is an important purpose. My advice, when this occurs, is to separate the planning document from the change process itself. This can be done by identifying and prioritizing a set of what I term "strategic initiatives" that move the library in the direction it wishes to head.

<sup>8</sup>Richard Beckhard and Reuben Harris, *Organizational Transitions: Managing Complex Change*, 2nd ed. Reading, MA: Addison-Wesley, 1987.

<sup>9</sup>Ronald Lippitt, "Future Before You Plan," in *The NTL Managers' Handbook*. Ed. by R. A. Ritvo and A. G. Sargent, Arlington, VA: NTL Institute, 1983.

<sup>10</sup>This change strategy is reported on in great detail by Robert W. Jacobs in his *Real Time Strategic Change*, San Francisco: Berrett-Koehler Publishers, 1994. The process Real Time Change Strategy was developed by the Dannemiller Tyson consulting group in Ann Arbor, Michigan.

<sup>11</sup>John Kotter, "Leading change: why transformational efforts fail," *Harvard Business Review*, March-April 1995, p. 59-67

**Rumors**  
from page 67

The cheery and ebullient **Miriam Gilbert** (Westview Press) <Miriam.Gilbert@harpercollins.com> attended Charleston this year since **Cathleen Tetro**, Westview's promotion manager who attended last year, just gave birth to a healthy baby boy. Come back, Miriam, with Cathleen and Congratulations, Cathleen! I sure wish I could go back to my child-bearing days!

And speaking of child-bearing, did I tell you about **Stuart Grinell** (Ambassador Book Service) and his gorgeous wife **Colleen Kelley's** new baby? Her name is Savannah. Congrats all around!

According to the *Chronicle of Higher Education* (November 21, 1997), **William H. Graves** has left the UNC-CH to form the Learning Technology Research Institute in the Research Triangle Park, North Carolina. Graves says that the use of technology in the classroom needs to be enhanced by businesses getting involved.

That gallivantin' **Tom Leonhardt** (Oregon Institute of Technology) <leonhart@OIT.EDU> recently played trumpet for the Klamath Symphony concert.



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